

ARTICULATION AGREEMENT

Between the

Associate in Science Degree: Business Management
Business Management Option

of

Northern Essex Community College

and the

UNIVERSITY OF MASSACHUSETTS LOWELL

Fall 2018

This articulation agreement has been established between Northern Essex Community College and the University of Massachusetts Lowell, Manning School of Business. This agreement was developed with the intent of facilitating the transfer process from Northern Essex Community College (NECC) to the University of Massachusetts Lowell. These agreements will serve as a guideline for those who desire to transfer from NECC into the Bachelor of Science in Business Administration with a Management concentration the University of Massachusetts Lowell.

Students completing the AS Business Management -Management degree program at Northern Essex Community College, in accordance with the minimum standards as set in this agreement by the Manning School of Business at the University of Massachusetts Lowell, will be admitted to that College at the University of Massachusetts Lowell as juniors. In order for students to qualify for all the benefits of the General Education Foundation Courses (Mass Transfer Block) and Mass Transfer Program, they must complete the 34 credit block. Students who do not meet the aforementioned minimum standards will be considered for admission to the University of Massachusetts Lowell on a case-by-case basis.

OBJECTIVES:

1. To encourage the transfer of qualified students from Northern Essex Community College to the University of Massachusetts Lowell.
2. To award academic credit for courses completed at Northern Essex Community College that meet the terms of the AS Business Management degree as stated in this agreement for transfer to the Bachelor of Science in Business Administration Degree at the University of Massachusetts Lowell.
3. To provide effective and concise guidelines for students seeking to transfer to the University of Massachusetts Lowell. Students will have accurate and clear information regarding the transfer of their coursework from NECC to the Bachelor's Degree at the University of Massachusetts Lowell.

TERMS OF THE TRANSFER ARTICULATION AGREEMENT:

1. The University of Massachusetts Lowell guarantees the acceptance of students who complete the AS Business Management degree program at Northern Essex Community College with an overall GPA of 2.5 or higher to the Bachelor of Science in Business Administration.
2. The University of Massachusetts Lowell guarantees the transfer of credit as stipulated in the attached Programs of Studies. This agreement assumes the completion of the Associate Degree and completion of the courses listed on the attached Program of Study. The University of Massachusetts Lowell may accept courses taken beyond the Associate Degree (60 credits); however, students are encouraged to contact the transfer advisor at the University of Massachusetts Lowell for approval or follow the agreement recommendation for additional courses .
3. Northern Essex Community College transfer students will be subject to all general education requirements of the University of Massachusetts Lowell as set forth in the University of Massachusetts Lowell catalog. Students meeting the requirement of the General Education Foundation Courses (Mass Transfer Block) will be exempt from 34 credits of University general education requirements, but will be required to meet any specific Manning School of Business general education requirements.

Meeting the General Education Foundation Courses (Mass Transfer Block) requires AS Business Management degree students to take 3 additional credit hours in Behavioral and Social Science, 6 additional credit hours in Humanities and Fine Arts, and an additional 4 Credits in Natural Science with lab beyond the requirements of the AS Management Science Degree.


- 4. This document is based upon the evaluation of course descriptions presented to the University of Massachusetts Lowell. Courses as listed in this agreement will transfer to the University of Massachusetts Lowell provided a grade of "C-" or higher has been earned. When appropriate, the requirements of the General Education Foundation Courses (Mass Transfer Block) will be honored.**
- 5. Northern Essex Community College students interested in participating in this agreement should be advised to take the suggested liberal arts courses. These courses are required at the University of Massachusetts Lowell and students are advised to complete them as part of their Associate Degree.**

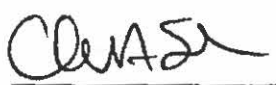
This agreement shall remain in effect for a period of three years from the date listed below, with the provision that the terms specified herein will continue to apply to students admitted from Northern Essex Community College's AS Business Management degree within one year of the expiration of the agreement. Each institution agrees to provide timely notice to the other in the event of any modification to the curriculum that might affect compatibility for admission and transfer of coursework. This agreement may be subject to change, with notification, if curriculum requirements change at either institution. Students admitted to the Northern Essex Community College's AS Business Management degree program prior to such notification shall be admitted to the University of Massachusetts Lowell on the basis of this agreement. This agreement is conditional upon the Business Department maintaining its' program approval from the Massachusetts Board of Higher Education.


Signatures

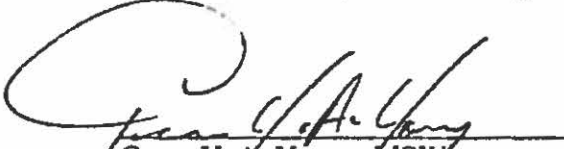
Northern Essex Community College


Lane A. Glenn, Ph.D.
President


William Heineman, Ed.D.
Vice President, Academic and Student Affairs

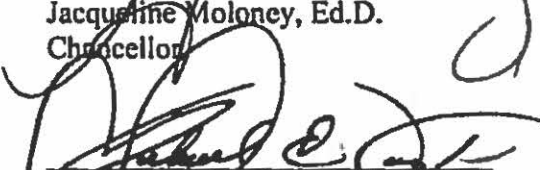

Kelly Sullivan, J.D.
Dean, Business and Professional
Studies



Kristen Quinn, MSA
Department Chair, Business Programs

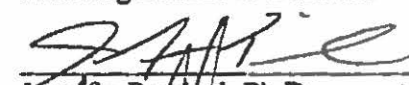

Grace Y. A. Young, MSW
Dean, Academic Policy, Advising,
Articulation and Transfer

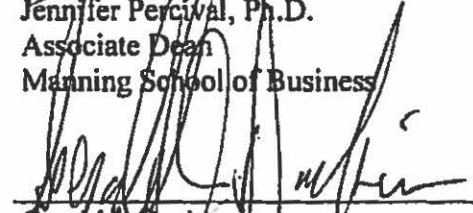
University of Massachusetts Lowell


Jacqueline Moloney, Ed.D.
Chancellor


Michael Vayda, Ph.D.
Provost


Sandra Richtermeyer, Ph.D.
Dean
Manning School of Business


Jennifer Percival, Ph.D.
Associate Dean
Manning School of Business


Gerald J. Durkin
Associate Dean of Enrollment
Director of Transfer Admissions

NECC Course Requirements
AS in Business Management

UMass Lowell Equivalent
BS in Business Administration
(Management)

| | | | |
|---|---|---|---|
| ACC 101 Intro Accounting I | 3 | ACCT.1990 Accounting 1000 Elective | 3 |
| ACC 102 Intro Accounting II | 3 | ACCT.2010 Accounting/Financial | 3 |
| BUS 101 Intro Business | 3 | BUSI.1500 Business 101 | 3 |
| BUS 102 Intro Entrepreneurship | 3 | MGMT.1990 MGMT 1000 Elective | 3 |
| BUS 211 Business Law I | 3 | LGST.2620 Intro to Business Law | 3 |
| CIS 110 Computer Applications | 3 | INFO.2020 Microsoft Office (Transfers Division of Continuing Ed only) | |
| CIS 112 Integrated Computer Apps | 4 | COMP.1990 Computer Sci. Elect | 3 |
| ENG 101 English Comp I | 3 | ENGL.1010 College Writing I | 3 |
| ENG 102 English Comp II | 3 | ENGL.1020 College Writing II | 3 |
| FIN 201 Business Finance | 3 | FINA.1990 Finance 1000 Elective | 3 |
| MGT201 Principles of Management | 3 | MGMT.1990 MGMT/BUSI 1000 Elect | 3 |
| MKT 210 Principles of Marketing | 3 | MKTG.2010 Marketing Principles | 3 |
| PSY 101 Intro Psychology | 3 | PSYC.1010 Intro to Psychological Science | 3 |
| SOC 101 Intro Sociology | 3 | SOCI.1010 Intro to Sociology | 3 |
| MAT 130 Pre-calculus for Bus /Soc/Life | 4 | MATH.1210 Management Pre-calculus | 3 |
| MAT 125 Statistics | 4 | MATH.2830 Intro to Statistics | 3 |
| Business Elective Strongly recommended: ECO 201 Micro Economics | 3 | ECON.2010 Economics I (Micro) | 3 |
| COM 111 Public Speaking | 3 | ENGL.2220 Oral Communication | 3 |
| Economics Elective Strongly recommended: ECO 202 Macro Economics | 3 | ECON.2020 Economics II(Macro) | 3 |
| Science Elective | 4 | Natural Science | 4 |
| Free Elective Strongly recommended: MAT 171 Calculus for Bus/Soc/LS | 4 | MATH.1220 Management Calculus | 3 |
| Additional Courses to be taken at NECC | | | |
| ACC 203 Managerial Accounting | 3 | ACCT.2020 Accounting/Managerial | 3 |
| BUS 105 Managerial Communications | 3 | MKTG.2100 Professional Comm | 3 |
| Science Elective with lab | 4 | Natural Science | 4 |
| NECCUM Courses to be taken at UML | | | |
| Not required for graduation , but can be taken via NECCUM (spring, Yr 2) | | POMS.2010 Intro Business Analytics Prerequisite: MATH.2830 Intro to Stats | 3 |
| Not required for graduation , but can be taken via NECCUM (spring, Yr 2) | | MIST.2010 Business Info Systems Prereq: ENGL.2010 College Writing II | 3 |

NOTE: Students should be strongly advised to meet the "MASS Transfer Block" in addition to graduating with this Associate Degree.+

Students should also take **all three MATH courses** if possible: MAT 130 and MAT 125 and MAT 171-These are **ALL Required** in the Manning School of Business at UML.

*** See Attachment for additional course recommendation***

+ MASSTRANSFER BLOCK

| Credits | Subject Areas | Notes |
|----------------|------------------------------------|---|
| 9 | Behavioral and social sciences | Courses may be in either subject area. |
| 9 | Humanities and fine arts | Courses may be in either subject area. |
| 7 | Natural or physical science | Must include at least one course with a lab. UMASS Lowell requires two Lab sciences |
| 6 | English composition/writing | |
| 3 | Mathematics/quantitative reasoning | |